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# Missouri Market Development Program

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## Annual Report for Fiscal Year 2023

(July 1, 2022 – June 30, 2023)



Missouri Market  
Development Program



# Missouri Market Development Program

Building Missouri Business

## Introduction

### Administration

In 1990, the Missouri General Assembly directed the Environmental Improvement and Energy Resources Authority (EIERA) to establish the Missouri Market Development Program to promote the development and maintenance of markets for recovered materials. EIERA is a quasi-governmental agency with a Governor appointed bi-partisan board that serves as the financing arm of the Department of Natural Resources. EIERA was selected to house the Missouri Market Development Program to bridge economic development and environmental interests.

### Purpose

The Missouri Market Development Program promotes the development and maintenance of markets for recovered materials and recycled content products throughout Missouri by providing: financial incentives, technical assistance and informational services to businesses, governments and other organizations.

Recycling market development helps to ensure that recycling will expand its role in a sustainable Missouri economy, create jobs, conserve resources, contribute to a quality environment, and reduce reliance on Missouri's landfills for disposal of solid waste.

### Funding

To implement this statewide effort, the Missouri Market Development Program was allocated \$800,000 from Missouri's Solid Waste Management Fund in Fiscal Year 2023.

#### **Recycling market development is working!**

**In Fiscal Year 2023, the Missouri Market Development Program's new investment in 4 Missouri recycling businesses and continued management of 13 active projects provided the following benefits to our economy and the environment:**

- Leveraged over \$18 million in total investment
- Created 105 new Missouri jobs
- Diverted more than 122,000 tons annually from Missouri landfills
- The avoided disposal costs for the materials used in these projects combines to more than \$5.3 million each year



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# Missouri Market Development Program

Developing markets through cooperation

## Partners

The cooperation and assistance of several agencies and organizations have been instrumental in the success of the Missouri Market Development Program.

### Department of Economic Development

During the fiscal year, the Missouri Market Development Program continued its working relationship with the Department of Economic Development (DED) in support of program objectives. The Missouri Market Development Program and DED coordinate direct assistance to businesses to improve sales and purchases of Missouri products made from recyclable materials.

### Department of Natural Resources

The Missouri Market Development Program works closely with the Department of Natural Resources (DNR) in its administration of the Solid Waste Management Fund, and the Waste Management Program's waste reduction and recycling efforts. The Missouri Market Development Program coordinates priorities and evaluation of activities with the Waste Management Program.

### Office of Administration

The Missouri Market Development Program, in cooperation with the Office of Administration (OA), promotes recycling in state agencies. The Missouri Market Development Program works with OA on the Missouri Interagency Recycling Council and in developing the annual State of Missouri Recycling and Waste Reduction Report.

### Solid Waste Advisory Board

The Missouri Market Development Program provides updates on its activities to the Solid Waste Advisory Board (SWAB). The SWAB Board is made up of the chairperson of each of the 20 Solid Waste Management Districts, three citizen representatives and two representatives of the solid waste management industry. The Solid Waste Advisory Board chair also serves on the Missouri Market Development Program Steering Committee.

### Missouri Market Development Program Steering Committee

Staff from the EIERA, DED and DNR's Waste Management Program comprise the interdepartmental Market Development Program Steering Committee. The Solid Waste Advisory Board chair is a permanent steering committee member. The steering committee evaluates financial assistance applications and technical assistance proposals submitted to the Missouri Market Development Program and makes funding recommendations to the EIERA board.



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# Missouri Market Development Program

Developing markets through cooperation

## Partners (continued)

### Mid-America Council of Recycling Officials

The Missouri Market Development Program represents Missouri on the 14-state Mid-America Council of Recycling Officials. As a member of the council, the Missouri Market Development Program encourages multi-state recycling, market development, reuse and source reduction efforts.

### Missouri Recycling Association

Missouri Market Development Program staff are actively involved in the activities of the Missouri Recycling Association, Missouri's only collective voice for recycling, waste reduction and sustainability issues.

### Missouri Waste Control Coalition

The Missouri Market Development Program supports the efforts of the Missouri Waste Control Coalition by participating and supporting their annual conference in addition to staff serving on their advisory board.



# Missouri Market Development Program

## Business Assistance

### FY 2023 Update

#### Market Development Program Supports Missouri Businesses

The Missouri Market Development Program supports both larger and smaller-scale projects. Thanks to the program, Fiberlite Technology in Joplin can expand its production of cellulose insulation and Evertrak in St. Louis will increase production of composite railroad ties. The program also helped two other Missouri companies create new jobs in other areas of the state.

#### Fiscal Year 2023 Financial Assistance

The Missouri Market Development Program's financial assistance is targeted toward developing and expanding manufacturing capacity in Missouri by assisting businesses with the purchase of equipment needed to enable manufacturing facilities to use recovered materials. Financial assistance applicants to the Missouri Market Development Program may seek eligibility to request up to \$250,000 toward the purchase of specific equipment needed to manufacture a product from recovered materials or to process materials so that they can be used as manufacturing feedstock.

Applications are assigned points in the categories of job creation, annual diversion, and the cash match provided by the applicant. Increasing amounts of assistance are available as points scored by an application increase. If the application addresses a Missouri Market Development Program target waste stream, additional points are added to the total. These targeted waste streams identified include: construction and demolition waste, food waste and organics, or plastics.

Location in a minimally funded Missouri Solid Waste Management District will also earn additional points. (A list of these districts is available at [MMDP Solid Waste Management Districts.pdf](#).)

Any award requires a cash match of at least 25 percent of the cost of the equipment, and a 50 percent cash match is required to receive the maximum award.

#### Additional Activities

In addition to the financial assistance offered to Missouri business, the Missouri Market Development Program assists businesses with locating and procuring recyclable feedstocks and end markets for their recycled-content products.



# Missouri Market Development Program

## Business Assistance

### FY 2023 Projects

#### Fiberlite Technology, Inc. - Joplin

Fiberlite Technologies, Inc. located in Joplin was awarded \$75,000 to purchase equipment costing \$160,187. The company makes cellulose insulation using paper and cardboard diverted from the landfill. The new dual chemical treatment system will allow them to infuse a fire retardant into the product that is dry blown into

attics and walls or sometimes sprayed on walls in new construction. Fiberlite's current system has reached its maximum output capacity and can no longer keep up with production demand. A second treatment line will increase Fiberlite's average diversion of 18,960,000 lbs. of fiber annually to an estimated 19,705,500 lbs.

The fire retardants used in Fiberlite's manufacturing process consists of boric acid (boron 10) which is found in many household items (i.e. toothpaste, bubble bath, hand lotion, etc.). The other fire retardant used is magnesium sulfate which is a salt.

Fiberlite Technologies, Inc. anticipates **diverting an additional 372 tons annually** from the waste stream and **creating three full time employees** with this project.

#### Evertrak LLC – St. Louis

Evertrak LLC, located in St. Louis, was awarded \$250,000 to purchase equipment that will enable the company to expand its production of composite railroad ties. The company began making the ties in 2017. Currently Evertrak employs 32 people with the majority being formerly incarcerated or homeless, providing them a living wage, and full benefits that includes a 401K match. Evertrak has reached its production capacity with the current equipment, and is seeking financial assistance to increase production to keep up with demand.

Evertrak's major customers are the Class 1 railroads: UP, CN, NS, BNSF, CSX, CP/KCS and Amtrak. Evertrak is currently negotiating multi-year contracts with UP and CN, which would require them to add capacity.

Evertrak anticipates **diverting an additional 5,491 tons annually** from the waste stream and **creating six full time employee positions** with this project.



# Missouri Market Development Program

## Business Assistance

### FY 2023 Projects

#### Korte Enterprises LLC – Jefferson City

Korte Enterprises, LLC, located in Jefferson City, was awarded \$250,000 to purchase equipment costing \$500,000 that will enable the company to process construction wood waste on a daily basis. Currently they have to contract with outside companies to bring in a grinder to process this problem material.

The business was originally founded in 1996 as a part time outside maintenance company. Joshua Korte later formed Korte Enterprises, LLC in 2001 after graduating from the University of Missouri-Columbia and began full time operations. Joshua grew the tree care business and eventually sold the lawn care side of the operation.

Korte Enterprises, LLC, currently employs 14 full-time employees and has a working relationship with a distributor for their end products. Korte Enterprises, LLC, also has existing relationships with several area construction and excavating companies who are interested in expanding their scope of work if Korte Enterprises, LLC, can acquire a horizontal grinder and trommel screen.

Korte Enterprises, LLC, anticipates **diverting an additional 2,600 tons annually** from the waste stream and **creating three full time employee positions** with this project.

#### EcoShred - Springfield

EcoTire Treading Co. LLC d/b/a EcoShred, located in Springfield, was awarded \$250,000 to purchase equipment costing \$1,250,000 which will enable the company to convert tire wire to briquettes for processing.

EcoShred currently produces a variety of products from recovered tires, including rubberized mulch and material for athletic fields and rubberized asphalt. Wire in tires is a byproduct for which there is limited markets due to its light weight and "sponginess." Metal recyclers will accept this material in only limited quantities if at all. Installation of a briquetting system will allow multiple businesses to reuse the material, while other tire processors in the state will benefit by disposing their unwanted tire wire through EcoShred.

EcoShred has been in operation since 2019 and has processed more than 73 million pounds of tires. The company has grown each year and continues to add new product lines and divert greater volumes of tires. The addition of this equipment will enable the company to increase its annual output and create a marketable product from a difficult to handle material.

EcoShred anticipates **diverting 30,000 tons annually** from the waste stream and **creating two full time and two part time employee positions** with this project.



# Missouri Market Development Program

## Business Assistance

### Summary of FY 23 Projects

| Company                    | City           | Material | Est.Tons<br>Diverted<br>Annually | Est.New<br>Jobs | Award            | Investment         | Annual<br>Savings  |
|----------------------------|----------------|----------|----------------------------------|-----------------|------------------|--------------------|--------------------|
| Fiberlite Technology, Inc. | Joplin         | Paper    | 372                              | 3               | \$75,000         | \$170,000          | \$27,956           |
| Evertrak LLC               | St. Louis      | Plastics | 5,491                            | 6               | \$250,000        | \$1,600,000        | \$286,300          |
| Korte Enterprises LLC      | Jefferson City | Wood     | 2,600                            | 3               | \$250,000        | \$500,000          | \$221,000          |
| EcoShred                   | Springfield    | Tires    | 30,000                           | 4               | \$250,000        | \$1,600,000        | \$1,290,000        |
| <b>TOTALS</b>              |                |          | <b>38,463</b>                    | <b>16</b>       | <b>\$825,000</b> | <b>\$3,870,000</b> | <b>\$1,825,256</b> |

#### Recycling market development is working!

The Missouri Market Development Program's fiscal year 2023 new investment in these 4 Missouri recycling businesses helped our economy and environment by:

- Leveraging nearly \$4 million in total investment
- Creating 16 Missouri jobs
- Diverting more than 38,000 tons annually from Missouri landfills
- The avoided disposal costs for the materials used in these projects combines to more than \$1.8 million each year





# Missouri Market Development Program

## Business Assistance

### Summary of FY 2023 Active Projects (previously awarded – still open)

In addition to the four new projects awarded in fiscal year 2023, 13 previously awarded projects were actively managed by the program during the fiscal year.

| Company                  | City           | Material  | Est. Tons Diverted Annually | Est. New Jobs | Award              | Investment          | Annual Savings     |
|--------------------------|----------------|-----------|-----------------------------|---------------|--------------------|---------------------|--------------------|
| Bluebird Composting      | Fulton         | Organics  | 3,155                       | 4             | \$100,000          | \$195,000           | \$220,850          |
| Capital Materials LLC    | Jefferson City | Tires     | 500                         | 1             | \$100,000          | \$325,000           | \$30,000           |
| Catalytic Innovations    | Rolla          | Batteries | 3,630                       | 27            | \$250,000          | \$2,600,000         | \$363,000          |
| Full Circle Forest Prod. | Rutledge       | Wood      | 355                         | 6             | \$95,217           | \$393,634           | \$28,400           |
| Holliday Construction    | Boonville      | Organics  | 4,380                       | 4             | \$230,500          | \$461,160           | \$258,420          |
| J Carter Enterprises     | New Bloomfield | Wood      | 7,300                       | 1             | \$224,000          | \$448,270           | \$876,000          |
| Northwest Mo. Univ.      | Maryville      | Paper     | 44                          | 0             | \$40,095           | \$53,461            | \$2,117            |
| ORMI KC Composting       | Belton         | Organics  | 15,000                      | 3             | \$195,570          | \$391,141           | \$450,000          |
| ReFAB                    | St. Louis      | Wood      | 100                         | 8             | \$169,500          | \$503,220           | \$3,000            |
| Ripple Glass             | Kansas City    | Glass     | 1,500                       | 0             | \$250,000          | \$1,458,569         | \$22,500           |
| St. James Winery, Inc.   | St. James      | Organics  | 1,000                       | 12            | \$175,500          | \$2,500,000         | \$49,000           |
| Summit Transfer, LLC     | Lee's Summit   | Const.    | 46,800                      | 22            | \$240,000          | \$5,000,000         | \$1,170,000        |
| Urban Lumber             | Kansas City    | Wood      | 100                         | 1             | \$19,988           | \$26,650            | \$5,757            |
| <b>TOTALS</b>            |                |           | <b>83,864</b>               | <b>89</b>     | <b>\$2,090,370</b> | <b>\$14,356,105</b> | <b>\$3,479,044</b> |

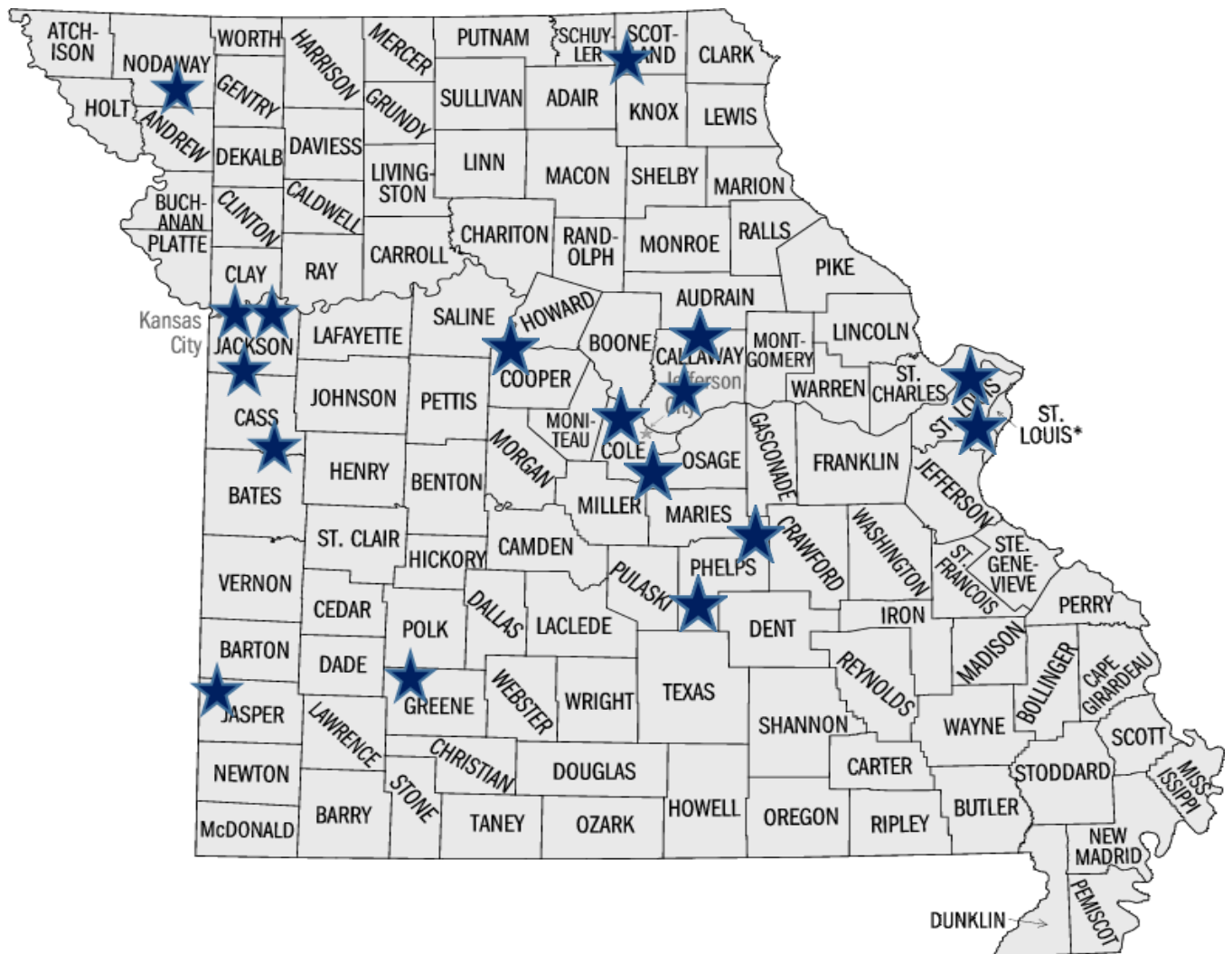
#### Recycling market development is working!

**These 13 previously awarded, active projects benefited the Missouri economy and environment by achieving the following:**

- Leveraging over \$14 million in total investment
- Creating 89 Missouri jobs
- Diverting more than 83,000 tons annually from Missouri landfills
- The avoided disposal costs for the materials used in these projects combines to over \$3.4 million each year

# Missouri Market Development Program

## FISCAL YEAR 2023 ACTIVE PROJECTS





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# Missouri Market Development Program

## Informational Services

### Working Toward Solutions

During the fiscal year, staff advised businesses on market conditions, locating recovered material feedstocks, identifying markets, developing products and creating business presentations. Staff also responded to requests for information on marketing, planning assistance and markets for recyclables from governments and not-for-profit organizations.

The Missouri Market Development Program assisted businesses, governments, organizations and individuals in locating specific recycled-content products.

Information sharing is an important aspect of the Missouri Market Development Program's efforts to help build Missouri's recycling infrastructure. The program provides resources and informational services to businesses, governments and other organizations to increase manufacturing, marketing or purchasing of recycled content products.

Missouri Market Development Program staff also promoted Missouri's recycling industry and the "buy recycled" message in speaking engagements and workshops and participated in state, regional and national recycling issue conferences and meetings.

Staff develop and maintain information for a Missouri Market Development Program web site ([www.eiera.mo.gov/mo-market-dev-program](http://www.eiera.mo.gov/mo-market-dev-program)) and continue to gather and refine information for future web publication. The web site enables businesses to download the Missouri Market Development Program Application for Financial Assistance and access other program publications and information.

During the fiscal year, Missouri Market Development Program staff supported and participated in state, regional and nation-wide organizations and activities to gain and share knowledge and to develop professional relationships in the areas of recycling, economic development, solid waste and related environmental or business areas. Active involvement in these initiatives enables Missouri Market Development staff to approach problem solving from many perspectives and better facilitate growth of Missouri's recycling businesses.



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# Missouri Market Development Program

## Outlook

### Focusing on Opportunity

#### Economy

The economic benefits of recycling versus landfill disposal seem negligible at the front end, but as materials flow further downstream, the value of the commodity increases, as do the wages and skilled labor required to turn the commodity into an end product. Recycling is estimated to create nearly five times as many jobs as landfilling. The recycling industry is an elaborate and diverse network of public sector institutions and private industry. Recycling involves not only collection, but also processing and manufacturing. At each level, jobs are created and income is generated. Recoverable material destined for a landfill is a leakage from the local economy.

#### Environment

The greatest environmental benefits of recycling are related not to landfills but to the conservation of energy and natural resources and to the prevention of air and water pollution when a recycled material, rather than a raw material, is used to make a new product. Using recovered materials in preference to virgin also helps stimulate Missouri's development of green technologies. The benefits of developing markets for recovered materials are found at every stage of the life cycle of a consumer product - from the mining of raw materials through its use and final disposal.

#### Challenges

Missouri has made great strides in recycling since 1990, but much of our recovered material continues to flow out of state, often to other countries where it is used in manufacturing products that are resold to the United States. According to the Department of Natural Resources, 1.9 million tons of recyclables are disposed of in Missouri landfills each year. End markets, particularly local end markets, for many materials simply do not exist.

#### Opportunities

The Missouri Department of Economic Development reports that Missouri exports of scrap exceed \$5 million annually. Recirculation of even a fraction of this within the state would have significant economic benefits for Missouri. Manufacturers that use recovered materials do so in lieu of feedstocks that are mined, harvested or extracted outside of the region. As a result, these businesses create jobs closer to home and have a smaller environmental footprint than companies that rely on raw material extraction. The Missouri Market Development Program acts to counter-balance foreign demand by developing local markets that will in turn create jobs and broaden the domestic tax base. Recycling market development feeds directly into building Missouri jobs, supports larger, private sector investments, promotes resource efficiency and spurs new technologies.



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## **Missouri Market Development Program**

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